

3 Year Sales Forecast

Pro Forma Profit and Loss

	YEAR 1	YEAR 2	YEAR 3
Net Sales	\$897,880	\$987,668	\$1,086,435
Direct Cost of Sales	\$269,364	\$296,300	\$325,930
Other Costs of Sales	\$26,936	\$29,630	\$32,593
Total Cost of Sales	\$296,300	\$325,930	\$358,523
Gross Margin	\$601,580	\$661,738	\$727,911
Gross Margin %	64.00%	67.00%	67.00%
Expenses			
Labor	\$161,618	\$177,780	\$195,558
Marketing Fee	\$17,958	\$19,753	\$21,729
Depreciation	\$10,000	\$10,000	\$10,000
Rent (need yearly total)	\$30,000	\$40,320	\$40,320
Utilities (need projected yearly cost)	\$4,000	\$4,200	\$4,410
Insurance (need yearly cost)	\$3,000	\$3,150	\$3,308
Payroll Taxes	\$17,958	\$19,753	\$21,729
Phone/Internet/V/Fax (Need Yearly Cost)	\$1,128	\$1,128	\$1,184
Royalty Fees	\$44,894	\$49,383	\$54,322
Maintenance (need projected yearly maintenance)	\$1,000	\$1,050	\$1,103
Dumpster/Grease Trap (need yearly cost)	\$500	\$515	\$530
Chamber of Commerce Dues (need yearly cost)	\$1,000	\$1,000	\$1,000
Accountant/Bookkeeper (provide cost if utilized if not put \$0)	\$500	\$515	\$530
Payroll Service (provide cost if utilized if not put \$0)	\$500	\$515	\$530
Vehicle Maintenance	\$950	\$979	\$1,008
Vehicle Fuel	\$2,000	\$2,060	\$2,122
Pest Control	\$550	\$550	\$550
Total Operating Expenses	\$287,556	\$322,652	\$349,933
Operating Earnings (EBIT)	\$304,024	\$329,086	\$367,979
EBITDA	\$314,024	\$339,086	\$377,979
Interest Expense	\$68,899	\$74,578	\$83,392
Taxes Incurred	\$235,125	\$254,508	\$284,586
Net Profit	\$26,199	\$25,77%	\$26,19%
Net Profit/Sales			
Break Even Point	4,327,409,129		

EXHIBIT